



That they may know you care

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# The greatest need of mankind

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- LOVE: care, appreciation
  - You remember those who love you
  - Leave no doubt you do love them
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- In thirty seconds
  - And the key is. . .



# Greeting

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- A “Hi!” is not enough
- In Latin and Luso America
  - “Ni al enemigo se le quita el saludo”
- Make it
  - Warm
  - Dedicated
  - Memorable



# Chances for mistakes

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- Younger to older
- Deference to position
- Formal vs. informal
  - Tu vs. Usted
  - Voce vs. O Senhor
  - First name or last name
  - Countries differ
- No kiss, one, two, and three kisses
  - Woman controls



# If you make a mistake

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- If they know you love them
- You will be forgiven



# If you master the art

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- They will say:
  - I have known you for ten minutes and I feel as if I have known you all my life!